

Materials

Page 1

We are researchers at the University of Pennsylvania and we are studying decision making. In this survey, you will make a hypothetical decision, answer questions about your preferences, and provide demographic information. Please be assured that your responses will be kept completely confidential.

The survey will take you approximately 2 minutes to complete. For completing this survey, you will be compensated 50 cents by MTurk.

Your participation in this research is voluntary. You have the right to withdraw from the study at any point and for any reason without penalty.

By continuing with this survey, you acknowledge that you have read the information above and are consenting to participate.

Enter your MTurk ID:

>>

Page 2 - Gain Frame / No Modifier

In a war-torn region, the lives of 600 stranded people are at stake. Two response plans with the following outcomes have been proposed. Assume that the estimates provided are accurate.

If Plan A is adopted, it is certain that 200 people will be saved.

If Plan B is adopted, there is a one-third probability that all 600 will be saved and a two-thirds probability that nobody will be saved.

Which of the two plans would you choose--A or B?

- A
 B

How much more preferable is the plan that you chose compared with the plan that you did not choose?

equally preferable much more preferable

>>

Page 2 - Gain Frame / "At Least" Modifier

In a war-torn region, the lives of 600 stranded people are at stake. Two response plans with the following outcomes have been proposed. Assume that the estimates provided are accurate.

If Plan A is adopted, it is certain that at least 200 people will be saved.

If Plan B is adopted, there is a one-third probability that all 600 will be saved and a two-thirds probability that nobody will be saved.

Which of the two plans would you choose--A or B?

- A
- B

How much more preferable is the plan that you chose compared with the plan that you did not choose?



Page 2 - Gain Frame / "Exactly" Modifier

In a war-torn region, the lives of 600 stranded people are at stake. Two response plans with the following outcomes have been proposed. Assume that the estimates provided are accurate.

If Plan A is adopted, it is certain that exactly 200 people will be saved.

If Plan B is adopted, there is a one-third probability that all 600 will be saved and a two-thirds probability that nobody will be saved.

Which of the two plans would you choose--A or B?

- A
- B

How much more preferable is the plan that you chose compared with the plan that you did not choose?



Page 2 - Loss Frame / No Modifier

In a war-torn region, the lives of 600 stranded people are at stake. Two response plans with the following outcomes have been proposed. Assume that the estimates provided are accurate.

If Plan A is adopted, it is certain that 400 people will die.

If Plan B is adopted, there is a two-thirds probability that all 600 will die and a one-third probability that nobody will die.

Which of the two plans would you choose--A or B?

- A
- B

How much more preferable is the plan that you chose compared with the plan that you did not choose?



Page 2 - Loss Frame / "At Least" Modifier

In a war-torn region, the lives of 600 stranded people are at stake. Two response plans with the following outcomes have been proposed. Assume that the estimates provided are accurate.

If Plan A is adopted, it is certain that at least 400 people will die.

If Plan B is adopted, there is a two-thirds probability that all 600 will die and a one-third probability that nobody will die.

Which of the two plans would you choose--A or B?

- A
- B

How much more preferable is the plan that you chose compared with the plan that you did not choose?



Page 2 - Loss Frame / "Exactly" Modifier

In a war-torn region, the lives of 600 stranded people are at stake. Two response plans with the following outcomes have been proposed. Assume that the estimates provided are accurate.

If Plan A is adopted, it is certain that exactly 400 people will die.

If Plan B is adopted, there is a two-thirds probability that all 600 will die and a one-third probability that nobody will die.

Which of the two plans would you choose--A or B?

- A
- B

How much more preferable is the plan that you chose compared with the plan that you did not choose?

equally preferable

much more preferable

>>

Page 3

How many lives were at stake in the war-torn region that you read about on the previous page?

>>

Page 4

Please indicate your gender.

- Male
- Female

How old are you?

>>